



## Supplier Performance Management *Identify Savings Opportunities and Lower Costs*

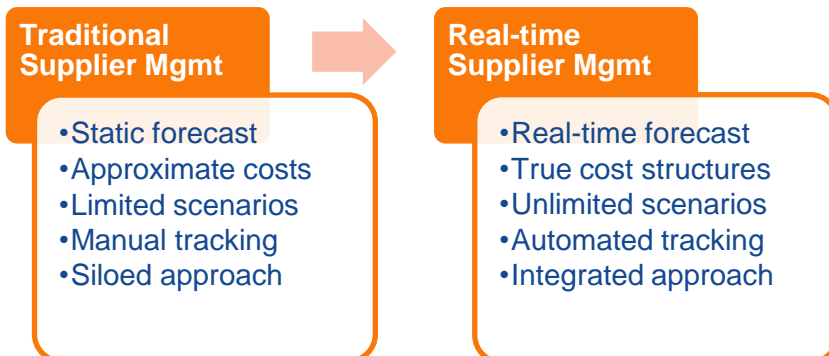
In today's volatile market, maximizing supplier performance requires more sophisticated analysis beyond current capabilities. With our Supplier Performance Management solution, restaurant chains can continuously monitor costs and identify opportunities given ever changing demand.

### A More Comprehensive Approach

Based on years of food industry experience, our Supplier Performance Management helps purchasing managers compare supplier performance against budgets and identify cost savings opportunities.

Our Supplier Performance Management solution offers a more comprehensive, automated approach so you can:

- Track supplier cost, capacity utilization and other metrics
- Measure variance against contract structures, budgets and prior year
- Identify top cost opportunities via supplier benchmarking
- Manage outliers with automated exception reporting.



### *Benefits include:*

- *Reduce food and paper costs while monitoring KPIs*
- *Automate performance tracking*
- *Easier to focus on exceptions*
- *Assure supply*
- *Quicker decision making*
- *Stronger risk management*
- *Faster response time*

# Supplier Performance Management Benchmark Results in Real-time



Quick service, fast casual and other food service providers benefit from integrated, real-time tracking of supplier performance, automatically identifying exceptions and top cost opportunities.

**Contract Cycle Information: Jan 01, 2014 to Jan 31, 2014**

Contract Name: Contract ABC

**Contract Process**

Publication: Oct 31, 2013  
 Review Budget: Jul 25, 2014  
 Approve Budget: Jan 10, 2014

**Contract Upload Status**

Supplier	Status	System	Manual	Details
Supplier A	0	0	5	View
Supplier B	0	0	5	View
Supplier C	0	0	5	View

**Document Library**

View: All | Viewing Menu | Action Plan | View All Documents

Document Name	Uploaded By
2013 Open	Beth Business
2013 Marketing Calendar	Franc Finance
0412 Business Review B...	Paul Purchase
Supplier A: Action Plan	Paul Purchase
Supplier B: Action Plan	Paul Purchase

Set supplier budget, capacity and expectations consistent with contract structures and goals

Use supplier benchmarking to identify top cost opportunities

**Performance Review Process: Jan 01, 2014 to Jan 31, 2014**

Review Performance | Create Packet | Publish Comments | Create Packet

Information Area: [Supplier Entity] | Information By: [Supplier Entity]

**Top Opportunity**

Advance Reporting Option

Start Time Period: Jan 2014 | End Time Period: Dec 2014 | Data Type: Forecast

Cost Level: All Line Items | High Above(\$): 500000 | Low Below(\$): 100000

\* All the Supplier w/ # see Color classification of High Impact, Medium Impact and Low Impact based on the settings above

\* Highlighted line items, if any, will list numerically higher costs as better for the system.

Supplier	Product	SKU	Line Item	Business Unit Cost (\$/lb)	Avg Cost (\$/lb)	Min Cost (\$/lb)	Max Cost (\$/lb)	Variance to Avg (\$/lb)	Volume (MM lbs)	Opportunity (MM \$)	% Trail	Rank
Supplier A	Beef Burgers	01637-037	Direct Labor	0.6916	0.5853	0.4849	0.6916	0.2067	26.27	5.43	42.63%	
Supplier A	Chicken Flat	00407-525	Rent Overhead	0.0368	0.0259	0.0150	0.0368	0.0210	105.66	2.30	145.13%	
Supplier A	Sausage Patties	01680-045	O&A Salaries & Benefits	0.2209	0.1951	0.1893	0.2209	0.0516	18.43	0.95	30.45%	
Supplier C	Chicken Flat	00407-525	Indirect Labor	0.0652	0.0484	0.0425	0.0652	0.0168	46.03	0.71	34.85%	
Supplier C	Beef Burgers	01637-037	Computed Cost	0.2201	0.1795	0.1547	0.2201	0.0406	16.08	0.65	29.74%	

Measure supplier variance against plan  
Manage supplier capacity, cost and operations performance

**Pricing Process Status**

Started: Jan 01, 2013 | Submitted: N/A | Continue Pricing Process

**Supplier Over Under Summary**

Dec 2012 Closing Margin(Actual): \$15.30  
 Jan 2013 Closing Margin(Forecast): \$15.40  
 EOY 2013 Closing Margin(Forecast): \$19.80

**My Alerts and Messages**

06/04/2013 Supplier B: Forecast Data Updated in d.

**Information for Current Pricing Cycle**

Supplier	Status	System	Manual	Missing
Supplier B	1	0	0	View
Supplier A	0	0	0	View
Supplier C	0	0	0	View

## Enable World-Class Supply Chain Excellence

Leading restaurant chains rely on our supply planning and margin management solutions to reduce risk, boost profits and build market share. Designed by food people, for food people, SCA Planner™ provide a collaborative, integrated approach that gets procurement, supply chain, finance, risk management, marketing, menu management and others all on the same page.

Our SOC 2 audited cloud offering and certified integration with leading enterprise solutions speed implementations while lowering costs. To learn more visit us at [www.scatech.com](http://www.scatech.com)

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